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From the Publisher - Bill Sisson

Partners for Growth is Leading the Community to Prosperity

These are some of the most exciting economic times in Mobile's 315-year history – and it's not by accident. Our momentum has been a strategic, public/private effort led by the Mobile Area Chamber and supported by our great partners at the city, county and more than 180 business leaders providing strategic direction and financial support.



those five years will ensure our region meets its full potential fostering economic growth and providing access to opportunity for all the people of this great community. I honestly believe our opportunities to recruit more business and grow more jobs are greater than ever.

The good news is we continue to be ranked as one of the most promising economies in the U.S. and have opportunities to advance our industry sectors. But we can't forget we're in competition every day with other cities, counties, states and countries for job creation.

If we don't get this right, though, our growth stalls. How can you help? Support PFG and work with us to maintain and advance this area's position as a top location in the world for job growth and superb quality of life.

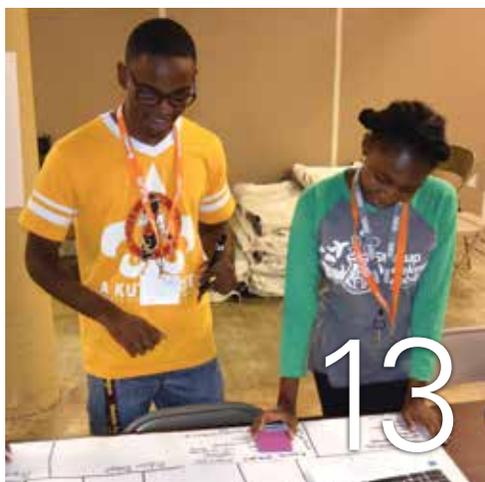
In 2017, we will begin the funding campaign cycle of the next five-year Partners for Growth (PFG) economic development initiative. Our work during

Over the coming year we'll share more about our measurable goals and objectives through PFG. It's a strong plan with more than 15 years of successes to back it up. But moving forward, our work is just beginning.

ON THE COVER

It's easy to see why Melanie Clark gave herself the title chief fun officer of her store Big City Toys. She is sitting on the slide in the area that doubles as a children's play area and community space with just a small sampling of her inventory. Standing is Kathryn Westmark, store manager, who helps Clark manage the day-to-day of this new business recently celebrating one year. Read the story on page 7. Photo by Jeff Tesney.

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Canfor Announces Mobile as its Corporate Headquarters

In August, **Canfor Corp.** announced its intent to locate its U.S. headquarters in Mobile, and move into the Van Antwerp Building. Canfor Corp.'s global headquarters is in Canada, according to **Fred Stimpson**, president of Canfor Southern Pine. In October, Canfor's board and business leaders celebrated the company's announcement with a reception in their new digs.

The company plans to hire 22 employees in Mobile, in addition to the 25 positions retained here. Canfor has nearly 1,900 employees in the southern United States, where it operates 11 sawmills, four

secondary manufacturing plants and a trucking firm.

In 2013, Canfor announced a deal to buy Alabama-based Scotch & Gulf Lumber and take over operation of its Alabama sawmills in Jackson and Fulton, and a sawmill and treatment plant in Mobile.

Troy Wayman, vice president of economic development for the Mobile Area Chamber, said his team has been working on this project for nearly six months. Corporate headquarters is one of the areas of focus for Team Mobile's economic development recruitment efforts, he added.

"This is a great example of the benefits of a recruitment and a retention program we provide through the Mobile Area Chamber's economic development program," Wayman said, noting that new jobs would be added to the Mobile market with Canfor's headquarters locating here, and other jobs would be retained. 

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Belk's new Store Manager Georgia Knowles, third from left, is pictured with a few of her team members as a customer makes one of the first purchases in the store's new location at The Shoppes at Bel Air. Pictured from left to right are Rachael Spence, Regina Horton, Knowles, Holly Oliver and Jeremy Wilson.

Belk Opens Brand New Location to Serve the Mobile Region

Even in the face of growing Internet competition, and on the heels of significant news reports that Cincinnati-based Macy's would close 100 stores, Belk recently opened its newest flagship store at The Shoppes at Bel Air.

"People still want to go in and have that shopping experience," said Store Manager **Georgia Knowles**.

The new store will house an event space for company events and outside groups. It will also serve as the regional office for the Charlotte, N.C.-headquartered company's division covering north to Auburn, east to Destin, Fla., and west to Denham Springs, La.

Belk combined its Springdale and Bel Air locations and

invested \$15 million to renovate the former Sears building. The new store is approximately the size of the two previous ones combined when considering the amount of space used for retail, said Knowles.

Knowles, who started her career at the former Mobile Parisian store in the shoe department 21 years ago, was recently promoted to manager of the new flagship store. She previously managed the Spanish Fort location.

While there are similar stores in Birmingham and Huntsville, this is the first along the Gulf Coast. It will have a larger location and additional

premium brands on the sales floor. For example, the Mobile store is the first in the company to add Frye handbags, and is carrying Young Contemporary cosmetics and Ralph Lauren

Home. The store also features digital ordering and a wedding registry.

Shoppers will recognize many of the associates from their favorite

Belk stores, and approximately 80 additional associates were hired.

Last year, Rouse Properties, the building management company, announced the Belk flagship store; new restaurants P.F. Chang's and Grimaldi's

People still want to go in and have that shopping experience.

Georgia Knowles
Belk store manager

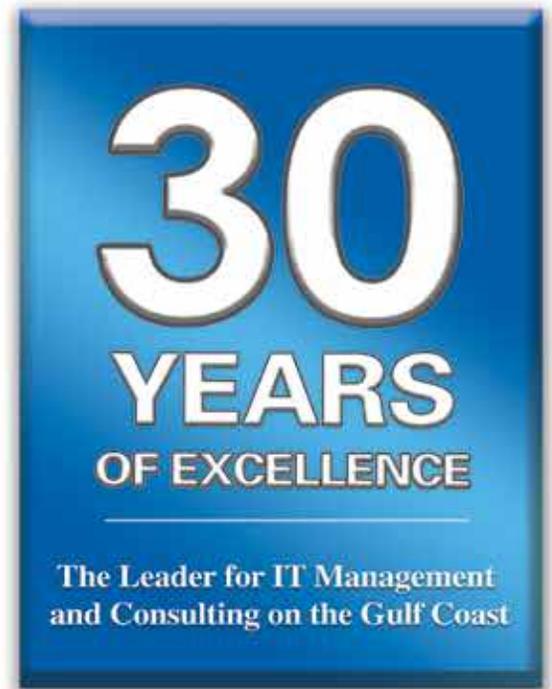
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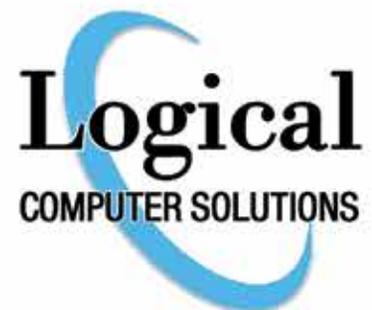
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BIG CITY TOYS

Get Shoppers to Buy From You This Holiday Season



What's Santa putting under the tree? Make it a book, gift card, painting, handmade jewelry, scooter, the latest toy or anything bought here in Mobile and your gift not only puts a smile on your loved one but contributes to the local economy.

In fact, the total impact of \$1 spent at a locally-owned small business generates 68 cents after the business spends the money you spent with them on employees, supplies and inventory. Spending at big box and other stores still turns over an economic impact – estimated at 48 cents. These statistics come courtesy of the American Independent Business Alliance.

By now the “Shop Local” message is pretty well known. Big City Toys shop owner and Chief Fun Officer **Melanie Clark**, says “Mobile has a very strong shop-local mentality” and believes it is getting stronger.

In business for a year, Clark talked about how she has prepared for Christmas and holiday shoppers for months. Instead of banking on one day for critical sale quotas, Clark holds community events at her shop year-round, including a weekly yoga class to get customers and potential customers in her doors frequently.

She also designed her shop to transform shopping into an experience by including a large play area big enough for birthday parties with a slide and wooden playground.

Big City Toys makes its presence known outside the store with Clark getting involved and sponsoring community events from the Junior League Blue Pass shopping discount to the St. Paul's Episcopal School Running with the Saints event promoting a drug- and alcohol-free lifestyle.

How is she handling technology and the growing number of smartphone apps? For now she's investing her technology budget into a website with point-of-sale capability that keeps inventory up-to-date and allows customers to purchase, request gift wrapping and meet-you-at-the-door service. In addition, Big City Toys is on Facebook, Instagram, Pinterest and Twitter.

“Melanie is certainly doing a lot of things right that other businesses could learn from,” says **Darrell Randle**, the Mobile Area Chamber's small business development vice president. “She is focusing on service, convenience and value, and is a good corporate citizen. Big City Toys is a great example of why we encourage people to buy local.”

Small Business Saturday is Nov. 26. In 2015, 95 million

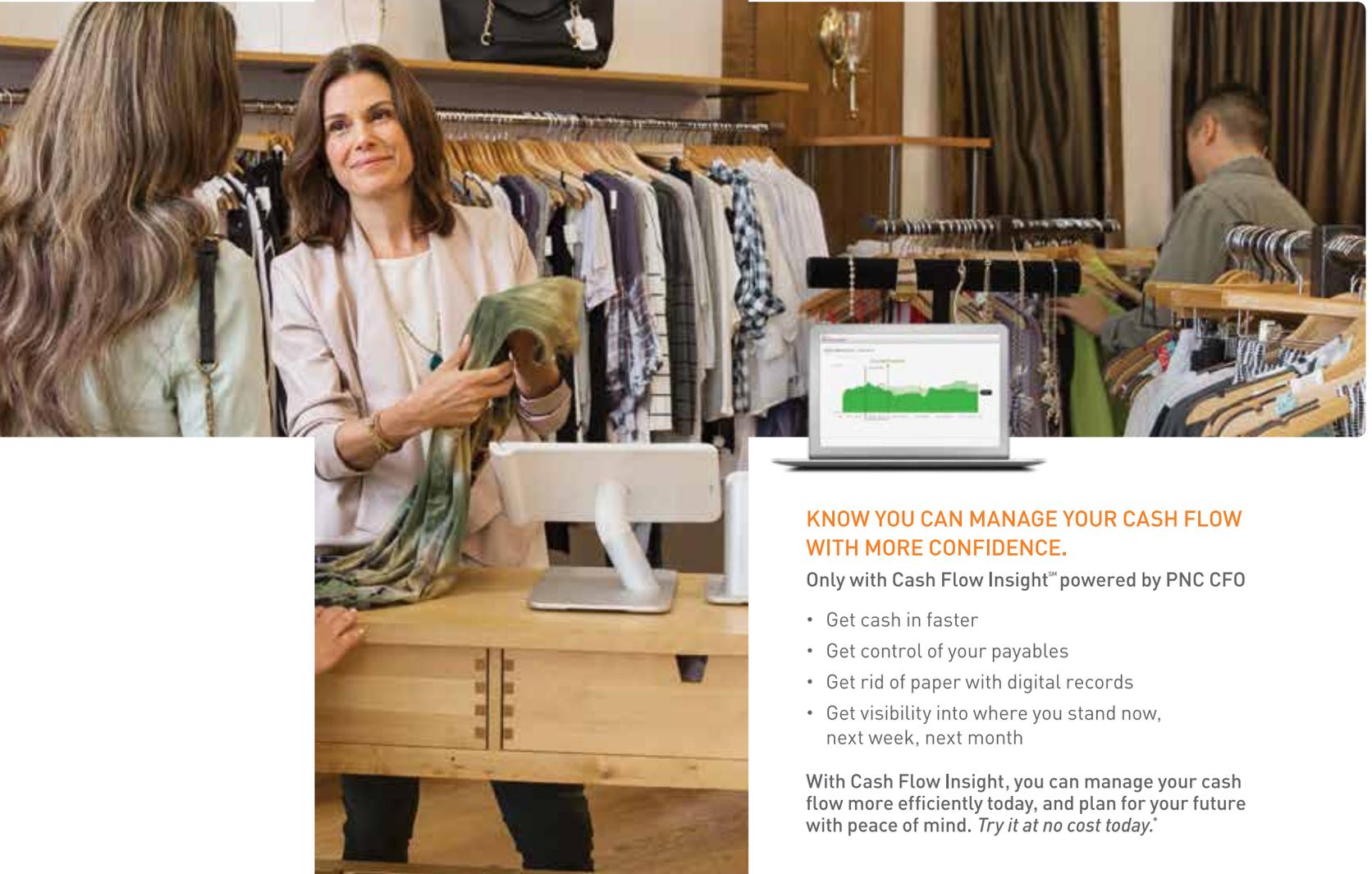
shoppers made purchases at their local independent businesses on that designated day, spending \$16.2 billion dollars, according to the National Federation of Independent Business and American Express.



Want to shop at Big City Toys? Come to the CashMOB with Mobile Area Chamber of Commerce. See page 31 about this special event.

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Intelligence Report

NEWS YOU CAN USE

10 TECH TOOLS FOR VIRTUAL MEETINGS

While no one denies that face-to-face meetings offer intrinsic benefits, sometimes they're just not practical. Work teams may be spread around the world, operating out of offices, hotel rooms, coffee shops or their homes. At such times, technology can be a planner's best friend. The next time you are planning an event and need input from far-flung team members, consider organizing a virtual meeting.



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Country's Most Energy Efficient Wendy's is in Mobile

A recently rebuilt Wendy's restaurant located on Airport Boulevard near The Shoppes at Bel Air is the first in the United States to receive the U.S.

Department of Energy's Better Buildings Challenge recognition for the company's leadership in energy efficiency.

Operated by Pensacola-based Wendco Group, the Wendy's is also being featured as a showcase project for the Better Buildings Challenge, a program that aims

to make commercial, public, industrial and residential buildings 20 percent more energy efficient over the next decade.

Wendco Group has pursued aggressive strategies for lowering energy use across its building portfolio, including ongoing equipment maintenance, strategic energy upgrades and high-efficiency equipment installation.

The Mobile store achieved remarkable energy reduction,

with energy use per transaction falling by more than 50 percent. Overall energy savings since project completion are nearly \$8,000, despite an 18 percent increase in electric utility rates. This means saving hundreds of billions of dollars on energy bills, reducing greenhouse gas emissions and creating thousands of jobs.

"Companies can set ambitious energy-savings goals that help the bottom line and local

communities," said **Roger Webb**, president of Wendco Group.

Some of the upgrades in the construction of the new Wendy's included:

- A new, ultra high-efficiency HVAC system and hood system;
- All interior and exterior LED lights;
- Energy-efficient kitchen equipment; and
- A lower ventilation system.

Annual Meeting Gets a Makeover

A new venue. A new flow. And live music. Those are just a few of the changes slated for the Mobile Area Chamber's annual meeting presented by Trustmark National Bank on Thursday, Feb. 9, 2017.

The meeting is moving to the Arthur R. Outlaw Mobile Convention Center. It will kick off with a networking reception at 5:30 p.m. The main meeting agenda, starting at 6 p.m. on the dot, is being tightened to 45 minutes.

Mark Nix with Infirmary Health will give a quick overview of the best of 2016, and **Liz Freeman** with Long's Human Resources will take the reigns as the Chamber's 2017 board chair.

Then one of Mobile's largest networking receptions, featuring four caterers, will take place in the South Exhibit Hall. Guests will be greeted by The Mulligan Brothers, an Americana bluegrass band from Mobile and Baton Rouge. The group continues to gain popularity at events like the TenSixtyFive and national venues throughout the year.

"We're transforming our annual meeting even more to be the place to



The Mobile Area Chamber is revamping its annual meeting networking reception with live music from The Mulligan Brothers, an Americana bluegrass band from Mobile and Baton Rouge.

catch up with friends and business acquaintances in the New Year and celebrate Mobile's future," said **Leigh Perry-Herndon**, the Chamber's vice president of communications and marketing.

Four of Mobile's top caterers – Naman's Catering, Don's Café and Catering, Tyner's Catering and Georgia Rousso's Catering have planned a custom-created menu for attendees. The venue is being designed by SOHO Events and Rentals in collaboration with FusionPoint Media and Dorsett Productions.

Fast Facts

- What:** Mobile Area Chamber Annual Meeting
- When:** Thursday, Feb. 9
- Time:** 5:30 p.m., doors open
6 p.m., program
7 p.m., networking reception featuring The Mulligan Brothers
- Where:** Arthur R. Outlaw Mobile Convention Center
- Who:** The event is open to the public and typically attended by 1,100 of the community's leaders, managers, professionals and business owners.
- Cost:** \$60 per person/\$70 for non-members or discounted group rate of 10 tickets for \$550
- Reservations:** Carolyn Wilson at 251-431-8606 or cwilson@mobilechamber.com
- Online:** www.mobilechamber.com/events



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180th Annual Meeting

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Presented by:



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Noble Events is *Wedded to Hospitality*

Noble Events is a full service special events firm in Mobile. Lydia Noble, center, is company owner. Her staff includes, from left to right, Heidi Dees, Marcie Edwards, Nicole Harman, Laura Hails Talianchich and Katie Leavins. Not pictured is Cassidy Hill.

Lydia Noble's philosophy in planning a wedding is simple: Whatever it is, she'll take care of it so you don't have to.

"My branding is complete hospitality," said Noble, whose firm, Noble Events LLC, has been in business in Mobile since 2009. "If the cake just exploded, if you're missing a pair of shoelaces, if this is a perfect day but I just wish I had a bag of jelly beans – those are my problems, and we're going to fix those. Nobody else has to worry about that. That's all on me.

"We act almost as personal assistants to not only the bride and groom, but to the parents and the grandparents and certainly to their bridal party."

Noble and her staff of six plan about 60 weddings a year along the Gulf Coast, as well as coordinating corporate events, birthday parties, baby showers and other events. Noble Events LLC is the Mobile Area Chamber's Small Business of the Month.

Noble, a Fairhope native, founded the business after working for an event planner in New York City. She has since added an office in New Orleans and works events throughout the Gulf Coast. In the process, she's seen just about everything – and has even started a blog where she shares outrageous wedding stories on her website.

"Every wedding has a story, and a problem. When you hire a professional, our job is to take care of that problem," she said. "I had a grandfather who had Alzheimer's and decided to cut into the cake before the bride and groom did. I had a runaway horse and carriage down Spring Hill Avenue. I've gone into Mobile Bay and dug out a dead armadillo for clients.

"I spend a 16-hour day making sure no one has to think, and that for everyone from the bride and groom all the way down to their guests, their day goes smoothly."

In Mobile and Baldwin County, she said, "We are surrounded by fabulous areas where people want to get married."

While Noble spends much of her time helping clients celebrate one of the happiest days of their lives, she also believes it's important to help those experiencing tougher times. She's given back to her community through civic involvement with Catholic Social Services and The Salvation Army.

"I firmly believe – and our company believes – that everyone on Earth is worthy of a minimum of 12 hours where someone else takes care of them and anticipates their needs," Noble said. "If I can't do that through a wedding, I certainly can help try to make someone's life better via helping through The Salvation Army and making sure those families have a place to lay their head, or have a place to feel safe with their entire family."

With such a beautiful backdrop for weddings, Noble sees her business growing and hopes to expand to Houston within the next several years, and then beyond.

"All people embarking on a wedding need to be catered to, need to be loved and treated especially well because it is such an emotional moment in a lot of people's lives," she said. "I want to train people across the country to do the right thing. I want hospitality and service brought back into our world, and why not start with weddings?"

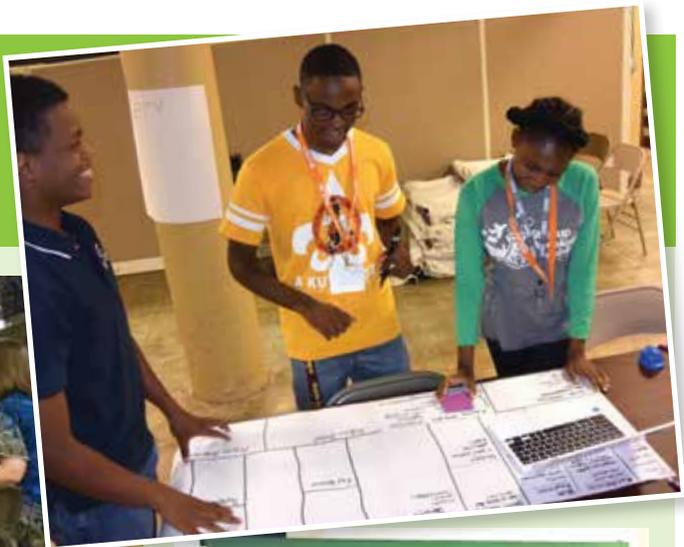
For more information, go to www.lydianobleevents.com.

Want to be featured here?
Go to mobilechamber.com to submit an application, or contact Danette Richards at 251-431-8652 or drichards@mobilechamber.com.

Inaugural StartUp Weekend Mobile A Huge Success

In August, the Mobile Area Chamber served as one of the presenters of the first StartUp Weekend Mobile. The event was part business pitch competition, part educational experience. The event started with participants from all walks of life – from high school students to retired corporate executives to successful entrepreneurs with multiple companies. Each took 60 seconds to pitch an idea for a business they wanted to start from scratch.

The top ideas were selected, and moved forward in the competition, yet everyone rolled up their sleeves and joined one of the advancing teams to compete for prize packages. Winners were: 1st place - Conference Cash; 2nd place - SERV; 3rd place - Cigar Club; and honorable mention - Uber Tech. 



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Worlds of Opportunity

Worlds of Opportunity is a two-day event held in September and hosted by the Southwest Alabama Workforce Development Council. The hands-on career fair was attended by 10,000 eighth grade students from throughout southwest Alabama. Hundreds of volunteers from dozens of local companies hosted interactive displays including brick masonry, welding, electrical work, aerospace and more.



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Icing On Overtime Cake: Plaintiffs' Bar Getting Ready

By now, most business leaders have heard the U.S. Department of Labor's (DOL) new overtime regulation will be trouble for employers. By doubling the salary threshold to more than \$47,000 with automatic updates, the new regulation will force employers to either increase the salary of currently exempt employees or reclassify them to hourly wage earners, eligible for the overtime premium.

At press time, this new regulation was scheduled to go into effect on Dec. 1, 2016.

The DOL ignored the pleas by employers from all sectors – small business, nonprofit, education, public sector and others – to back off the rulemaking and conduct a third party economic analysis that

would show the real impact the regulation will have on employers and employees.

Instead, the administration gave business a regulation that's been modified in only minor cosmetic ways, just enough for the administration to claim that changes were made but without providing any substantive relief.

And now we see that DOL may not even be an employer's worst problem. Waiting in the wings are plaintiffs' lawyers; who see new opportunities to go after employers, who may not even be aware of the new rule. In a recent piece from Bloomberg BNA (Bureau of National Affairs) several members of the plaintiffs' bar and their allied advocates made clear that they are deciding how they will

conduct "outreach" and "education" efforts to inform employees about the new requirements.

Furthermore, just because employers increase an employee's salary above the threshold will not necessarily mean they are in the clear. There will be an increased scrutiny on whether employees are actually performing the correct duties associated with their exempt status.

One comment in the BNA piece is that "We think there are going to be a lot of people who were misclassified who probably are going to feel a lot more comfortable coming forward and challenging the prior misclassification."

Employers should also know there is almost no such thing as a single plaintiff overtime

lawsuit. If one employee is misclassified, there will almost always be others. These get expensive very fast and are very hard to challenge.

The U.S. Chamber argued in its comments and meetings that one expected consequence of the new regulation would be an increase in litigation against employers – what is referred to in the BNA piece as "add[ing] gasoline to that fire (a surge in overtime pay lawsuits) as many employers will not be in compliance with the Department of Labor regulations."

Unfortunately our predictions are coming true.

Marc Freedman is executive director of labor law policy at the U.S. Chamber of Commerce.



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Four Events Scheduled in Mobile in Honor of Veterans Day

Once again, the Mobile Area Veterans Day Commission will celebrate veterans on Friday, Nov. 11, beginning at 10 a.m. with a parade through downtown Mobile.

Following the parade, **Adm. Charles D. Michel** will be recognized as Patriot of the Year at a luncheon hosted by the commission at Fort Whiting, beginning at noon.

Michel, 30th U.S. Coast Guard (USCG) vice commandant, is a graduate of the USCG Academy and University of Miami Law School. He is the first lawyer to

become a four-star in any service. Previous assignments include deputy commander Atlantic Area, director Joint Interagency Task Force South and secretary of Homeland Security advisor and director governmental-public affairs. He is tasked with protecting the maritime economy, defending maritime borders and saving those in peril in our nation's ports and waterways.

Following the luncheon, the Parade of Flags at USS ALABAMA Battleship Memorial Park will begin at 3 p.m. It will include local

fourth-grade students participating in a flag ceremony and essay contest.

The day concludes with a patriotic concert by the Mobile and Baldwin County Pops Orchestra at 7 p.m., also at Battleship Memorial Park.

The cost to attend the luncheon only is \$18 per person or \$144 for a table of eight, and advance reservations are required. Register online or call 251-431-8621 with payment information. All other events are free and open to the public.

Veterans Day Events Friday, Nov. 11

10 a.m. - Parade through downtown Mobile

Noon - Luncheon, Fort Whiting

3 p.m. - Parade of Flags at USS ALABAMA Battleship Memorial Park

7 p.m. - Patriotic Concert by Mobile and Baldwin County Pops Orchestra at USS Alabama Battleship Memorial Park



During this magical time of year, full of hope and love, we're reflecting on all the reasons why we're thankful to be a part of your community. We extend tidings of comfort and joy to you and your loved ones this holiday season and look forward to a new year of serving you.

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Serving Those Who Have Served: The Benefits of Hiring Veterans

They've served our country. As employers, we can return the favor by serving those who have served for us.

By Karla Rodgers



Veterans who have served in the U.S. armed forces have been exposed to diverse people and cultures – and that's just one of the benefits of hiring them. During their service, they gain experience in nearly 50 career fields.

In 2014, there were 21.2 million American veterans, with 200,000 service members returning to civilian life each year. Of those, more than 495,000 were unemployed in 2015.

Here are some common questions about hiring veterans:

Why should you hire veterans?

There's a misconception that veterans are only skilled or suited for security or law enforcement. But veterans are not solely engaged in combat; they bring a unique set of skills and experiences.

Recent studies and reports show veterans are engaged employees who are goal-oriented and reliable. Many companies report they not only make excellent employees, but also tend to have a higher rate of retention (www.va.gov).

Today's veteran brings to the table both hard and soft skills, including leadership, teamwork, management, accountability and responsibility.

How can civilian employers translate military careers?

Hiring managers and recruiters often find it difficult to decipher military job titles and how they relate to current

openings. Credentialing Opportunities On-Line (COOL) helps translate military careers, rankings and experience to meet civilian certification and license requirements.

Army: www.cool.army.mil
Navy: www.cool.navy.mil

A military job title such as "medical plans and operations manager" would be related to a civilian job title such as "procurement services manager." These career fields would be categorized as business administration and operations careers, and require the same skills and abilities.

What are the benefits to employers?

The Special Employer Incentives program (SEI) helps employers who hire veterans. Civilian employers hiring veterans from vocational rehabilitation and employment (VR&E) programs may be eligible for on-the-job training (salary) reimbursements (up to 50 percent of the employee's salary for up to six months), additional tax credits and allowances for necessary tools and workplace accommodations (www.benefits.va.gov).

The Work Opportunity Tax Credit (WOTC) is a federal tax credit ranging from \$1,200 to \$9,600, available to private-sector businesses and certain nonprofit organizations for hiring veterans. The WOTC program targets groups for a five-year period, from Dec. 31, 2014 to Dec. 31, 2019 (www.doleta.gov).

How do you apply?

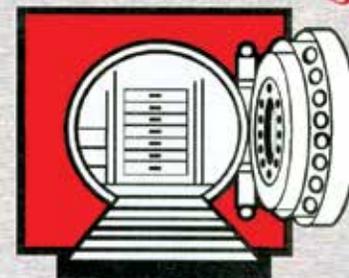
- Complete page 1 of IRS Form 8850 by the day the job offer is made.
- Complete page 2 of IRS Form 8850 after the individual is hired.
- Complete ETA Form 9061 or ETA Form 9062 if the employee has been conditionally certified as belonging to a WOTC target group by a state workforce agency, vocational rehabilitation agency or another participating agency.

- Submit the completed and signed IRS and ETA forms to your state workforce agency.
- Forms must be submitted within 28 calendar days of the employee's start date.
- Interested organizations can contact the local Workforce Development Board at 251-461-4146.

Karla Rodgers is the employee relations manager at Infirmary Health System. She is also the diversity director for the Mobile Chapter of the Society for Human Resource Management.

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457 Dauphin Island Parkway
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(251) 479-5264

Need A Doctor?

Connect with a local, compassionate physician near you!

Providence Medical Group can connect you to a doctor – **Fast** – as a new patient scheduling a first appointment or a current patient returning to see your Providence physician.

As the area's largest non-profit network of primary care and specialty physicians with locations in South Alabama and Southern Mississippi, Providence Medical Group makes it easy to find a physician available when it fits your busy schedule.

Choose one of our convenient locations near you.

Located on Providence Hospital Campus:

Providence Medical Group – Mobile Diagnostic Center

6701 Airport Blvd. Suite A-101
Mobile, AL 36608 • (251) 633-8880
Specialties: Endocrinology, Gastroenterology, Internal Medicine, Lipid Disorders, Rheumatology

Providence Medical Group – Airport

610 Providence Park Drive
Building 1, Suite 102
Mobile, AL 36608 • (251) 639-5070
Specialties: Family Practice, Internal Medicine, Pediatrics

Providence Medical Group – West Mobile

610 Providence Park Drive
Building 1, Suite 101
Mobile, AL 36695 • (251) 378-3900
Specialties: Internal Medicine, Geriatrics

Providence Medical Group – Surgical Services

6701 Airport Blvd. Suite B-329
Mobile, AL 36608
(251) 631-3544 • (251) 633-4064
Specialty: General Surgery

Providence Medical Group – Surgical Specialties

6701 Airport Blvd. Suite B-222
Mobile, AL 36608 • (251) 633-1981
Specialty: Colorectal Surgery

Located in the surrounding area:

Providence Medical Group – Cottage Hill

5621 Cottage Hill Road
Mobile, AL 36609 • (251) 666-2439
Specialty: Internal Medicine

Providence Medical Group – Snow Road

9971 Airport Blvd.
Mobile, AL 36608 • (251) 660-3500
Specialties: Family Practice, Podiatry

Providence Medical Group – Citronelle

19140 South 3rd. Street
Citronelle, AL 36522 • (251) 866-0086
Specialties: Family Practice, Internal Medicine

Providence Medical Group – Dawes

(Cottage Hill at Dawes)
8833 Cottage Hill Road
Mobile, AL 36695 • (251) 544-5420
Specialties: Internal Medicine, Family Practice

Providence Medical Group – Saraland

18 CM Rambo Drive
Saraland, AL 36571 • (251) 675-7433
Specialty: Family Practice

Providence Medical Group – Semmes

8010 Moffett Road
Semmes, AL 36575 • (251) 645-8946
Specialties: Family Practice, Geriatrics

Providence Medical Group – Tillmans Corner

5100 Rangeline Service Road
Mobile, AL 36522 • (251) 661-4454
Specialty: Family Practice

Providence Medical Group – South Coast

5907 Hwy. 90
Moss Point, MS 39563 • (228) 769-2611
Specialties: Family Practice, Sports Medicine

★ Citronelle

ALABAMA

★ Saraland

★ Semmes

Providence Hospital

Snow Road ★ Cottage Hill
Dawes ★

Tillman's Corner ★

MISS.

★ South Coast

Mobile Bay

COMING SOON

★ Providence Medical Group - Fairhope
Specialties: Family Practice

*A quality network
of physicians in
your neighborhood.*

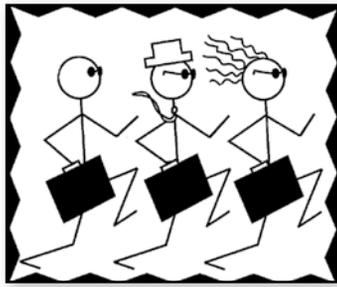
*New patients are
always welcome.*



Matt W. Murray M.D.
PROVIDENCE
MEDICAL GROUP

PROVIDENCE Medical Group

Go to www.providencemedical.org to schedule your doctor appointments. Click "request an appointment" at the top of the page to connect with one of our highly-skilled physicians.



CHAMBER CHASE '16

TOP PRODUCERS

TOP VOLUNTEERS

Category One

Harris Oswalt, Mobile Gas, a Sempra Co.
Terri Owler, Arkema Inc.
Sharon Murrill, Alabama Power

Category Two

Linda Faulkner, Evonik Industries
Elissa Tesney, Jeff Tesney Photography
Ross Seifert, Hancock Bank

TOP TEAMS

Category One

Regions Bank - \$118,399
Arkema Inc. - \$86,449
Alabama Power - \$78,257

Category Two

Evonik Industries - \$29,225
Hancock Bank - \$8,500
Jeff Tesney Photography - \$6,925

Most New Members

Terri Owler, Arkema Inc. - 6
Sharon Murrill, Alabama Power - 5
Rachel New, Trustmark Bank - 4
Bernadette Windle, Roberts Brothers - 4

Most New Board of Advisors

Sherry Coker, ServisFirst Bank - 2

Teams Over Goal

Alabama Power
Arkema Inc.
BancorpSouth
BBVA Compass
Century Bank
Community Bank
Evonik Industries
Mobile Gas, a Sempra Co.
Regions Bank
Roberts Brothers
ServisFirst Bank



Chamber Chase Surpasses \$1.13 Million Goal

In May, the Mobile Area Chamber's annual total resource campaign, Chamber Chase, kicked off with a goal of raising \$1.13 million through memberships, sponsorships, advertisements and in-kind goods and services. Under the leadership of chairman **Mark Hieronymus**, Hieronymus CPAs, an enthusiastic group of 50 volunteers once again exceeded the goal.

Over 13 weeks the volunteers, representing 29 member companies, brought in nearly \$1.168 million through member dues, sponsorships and advertising contracts used for publications such as *The Business View* and *The Business View Weekly*, as well as securing in-kind goods and services from member businesses. Volunteers recruited 49 new members, 10 new board of advisors members and 10 of the teams exceeded their goals.

"This was our 20th campaign," said **Carolyn Golson**, vice president of membership. "Enthusiastic volunteers continue to work hard and our engaged business community responds positively.

Mark motivated the group at weekly reward sessions and their efforts and dedication made our organization better able to do the work that will keep our region moving forward."

The 2017 campaign will kick off in May and volunteers are encouraged to jump in and get involved at any time during the year. Why participate?

"The campaign provides a unique opportunity to help the community," Hieronymus said. "And it provides volunteers a way to generate valuable networking and business contacts." "Chamber Chase offers unique networking opportunities for the volunteers, a fun cooperative spirit and a great social outlet as well. The primary goal is to bring in new members to the Chamber and raise resources that

ultimately come back full circle to the business community through the work of the Chamber," said Golson.

To learn how your company can get involved in Chamber Chase, contact **Golson** at 431-8622 or cgolson@mobilechamber.com.



CAMPAIGN CHAIRMAN
Mark Hieronymus, Hieronymus CPAs, LLC



Alabama Power
\$81,307



Mike Saxon
*Mobile Division
Vice President*



Sharon Murrill
Captain

Allison Allen.....\$22,458
Sharon Murrill.....\$49,849
Team.....\$10,000

Arkema Inc.
\$89,549



John Lakenan
Plant Manager



Judy Smith
Captain

Terri Owler.....\$66,044
Judy Smith.....\$23,505

BancorpSouth
\$70,610



Terry Harbin
Market President



James Alexander
Captain

James Alexander.....\$36,895
John McCrory.....\$4,700
Kristin Peterson.....\$2,100
Sarah Shuttlesworth.....\$2,100
Team.....\$24,815

BB&T
\$29,309



Edward H. O'Gwynn III
Market President



Mark Spivey
Captain

Mark Spivey.....\$23,335
Team.....\$5,974

BBVA Compass Bank
\$25,431



Claire McCarron
South Alabama Marker CEO



Ryan New
Captain

April DePaola.....\$865
Ryan New.....\$21,985
Team.....\$1,581

Blue Cross & Blue Shield of Alabama
\$13,763



Clay Walden
District Manager



Kay Williams
Captain

Nichole Edwards.....\$968
Kay Williams.....\$12,795

C Spire
\$31,409



Mark Geis
General Manager

Mark Geis.....\$31,409

Century Bank
\$32,896



Peter vanLingen II
President



Janet Johnson
Captain

Janet Johnson.....\$32,896

Community Bank
\$19,805

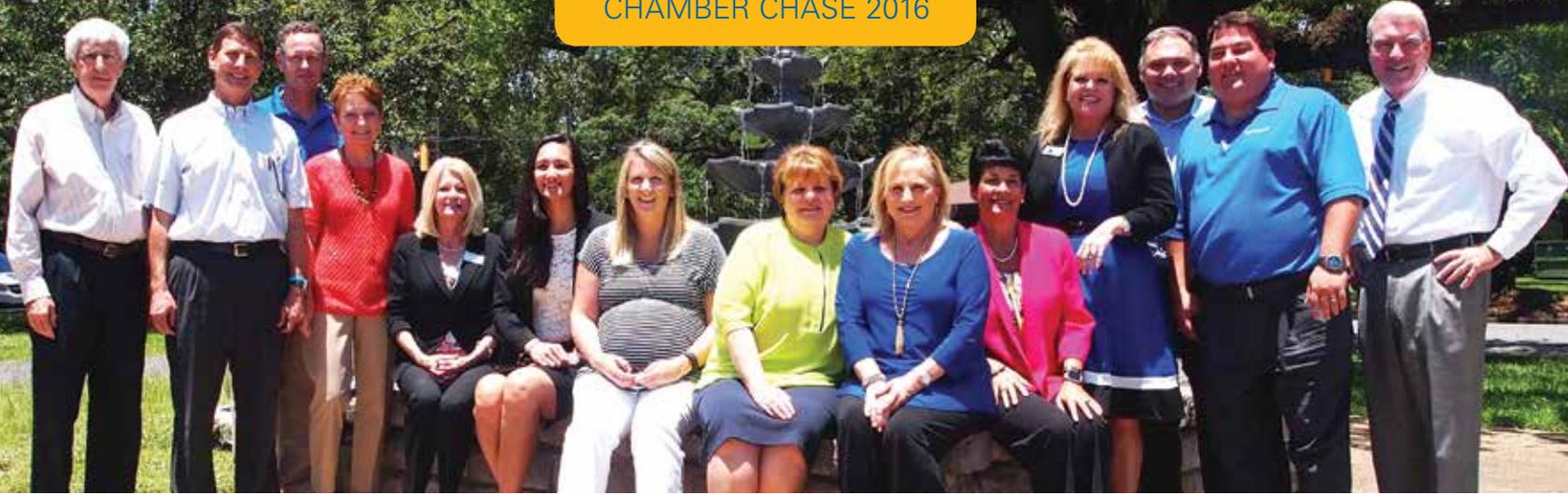


Oliver A. Latil IV
President & CEO



Deb Spear
Captain

Deb Spear.....\$6,290
Team.....\$13,515



Crow Shields Bailey PC
\$14,545



J. Kenny Crow Jr.
Managing Partner



Colleen Dicks
Captain

Colleen Dicks\$14,140
Nikki Allen.....\$405

Evonik Industries
\$43,170



Bonnie Tully
Vice President & Site Manager



Linda Faulkner
Captain

Linda Faulkner\$43,170

Hancock Bank
\$82,806



G. Robert Baker Jr.
South Alabama Region President



Spencer Wiggins
Captain

Matt Head..... \$790
Jamie Horton \$5,069
Megan Owens..... \$393
Ross Seifert..... \$24,600
Spencer Wiggins..... \$22,445
Team..... \$29,509

iBERIABANK
\$6,953



Ken Brown
Executive Vice President & Market President



Laura Searcy
Captain

Virginia Knight.....\$395
Laura Searcy\$6,558

Independent Team
\$3,514

Jason McKenzie\$3,514

Jeff Tesney Photography
\$6,925



Jeff Tesney
Owner



Elissa Tesney
Captain

Elissa Tesney.....\$6,925

LLB&B Inc. Real Estate
\$13,894



Melissa Morrisette
Captain

Melissa Morrisette\$13,894

Mitternacht Inc.
\$8,373



W. Lance Covan
Chairman

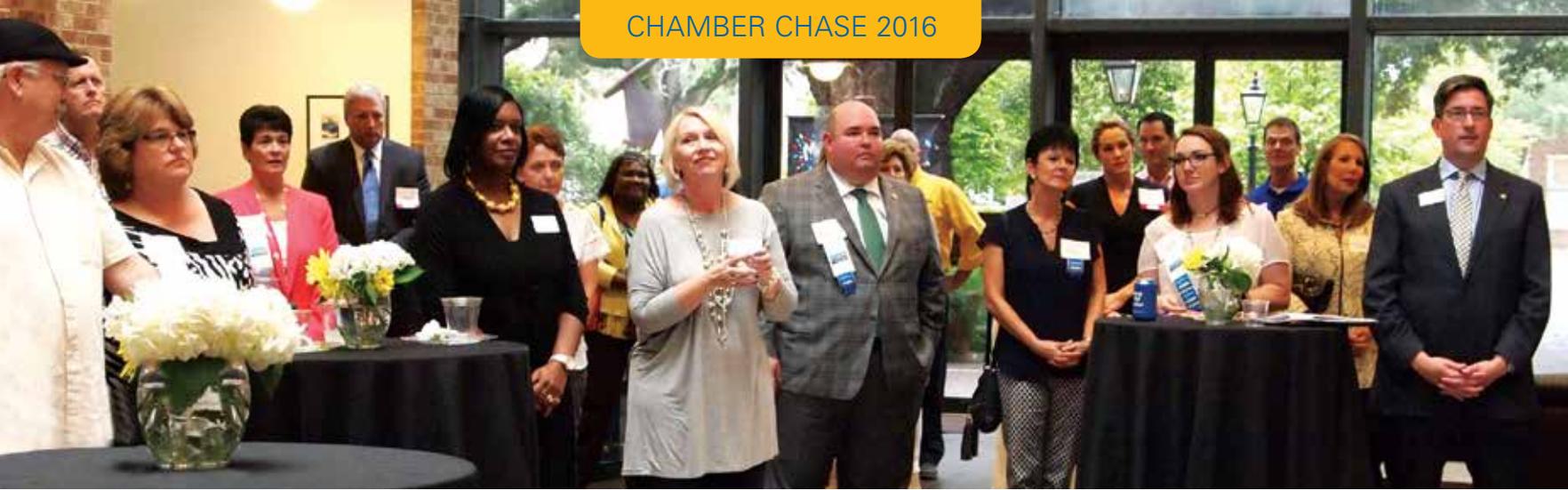


Bre Pryor
Captain

Bre Pryor \$4,186
Angie Shaw \$4,186

Mobile Area Chamber Ambassadors
\$17,149

Liz Brewer\$1,000
Karyl Hanisch.....\$8,446
Saty Putcha.....\$3,575
Kasie Tanley.....\$2,000
Donna Turner\$250
Kathy Williams\$1,878



Mobile Area Chamber Board
\$12,325



Mark Hieronymus
Captain

Team \$12,325

Mobile Gas, a Sempra Co.
\$68,037



James M. Fine
President



Harris Oswald
Captain

Harris Oswald \$68,037

Regions Bank
\$121,218



Brian R. Willman
*South Alabama Area
President*



Stephen Schlautman
Captain

Trish Banker \$18,500
 Julye Clark \$49,360
 Stephen Schlautman \$17,200
 Team \$36,158

Roberts Brothers
\$21,225



Daniel A. Dennis IV
President



Ann Akridge
Captain

Ann Akridge \$1,410
 Tricia Graham \$100
 Bernadette Windle \$16,205
 Team \$3,510

ServisFirst Bank
\$50,672



Bibb Lamar
Chairman & CEO



Sherry Coker
Captain

Beth Cazalas \$16,276
 Sherry Coker \$34,396

Trustmark National Bank
\$43,831



Kevin Carey
*Executive VP/
Market President*



Rachel New
Captain

Pam Bailey \$1,390
 Dawn Finch \$3,786
 Rachel New \$32,132
 Lisa Owen \$3,515
 Team \$3,008



Chamber Chase Weekly Campaign Reward Session Sponsors:

Alec Naman Catering
 Bishop's Southern Tradition
 Buffalo Wild Wings
 Chick-fil-A
 Dickey's Barbecue Pit
 Dreamland BBQ
 Georgia Roussos Catering
 Joe Jefferson Players
 The Original HoneyBaked Ham
 The Noble South
 The Pillars of Mobile
 Sonny's Real Pit Bar-B-Q

Alabama SBDC Network
 Alabama State Port Authority
 Alec Naman Catering
 AL-FLA Plastics
 Alkhateeb International
 All A Bloom Florist & Gifts
 All Critters Pet Sitters
 Alorica
 AltaPointe Health Systems
 Altegra
 AM/NS Calvert
 AMA Lighting
 American WeatherStar
 America's First Federal Credit Union
 AmeriSpec Inspection Services
 Apache Industrial Services
 APCO Employees Credit Union, West Mobile
 APM Terminals
 Arkema
 Armbrecht Jackson
 Army Aviation Center FCU
 Artcraft Press
 Assist-2-Sell
 AT&T
 Austal USA
 Autoco
 Avadian Credit Union
 BAE Systems
 Ball Healthcare Services
 BancorpSouth
 BancorpSouth Insurance Services

Bank of America Merrill Lynch
 Bank of the Ozarks
 Barre3
 Bay Steel
 BB&T
 BBVA Compass
 Bella Bridesmaids
 Big Brothers Big Sisters of South Alabama Inc.
 Bill Hart Consultants
 Bishop's Southern Tradition
 Blue Cross and Blue Shield of Alabama
 BR Williams
 Brand Energy Solutions
 Buffalo Rock-Pepsi
 Buffalo Wild Wings
 BugMaster
 Burr & Forman LLP
 Burton Property Group
 Business Resource Design and Print
 C Spire
 Camellia Trophy
 Carauster's Mobile Paperboard
 CED Mobile
 Cellular Sales
 Center for Balance and Rehabilitation
 Center Point Terminal
 Centre for the Living Arts
 Century Bank
 Chalkable
 Chef Dawn Creates

Chef Rob & Co.
 ChemStation Gulf Coast
 Chevron
 Chick-fil-A
 Chris & Carla's Catering & Heavenly Ribs
 Cintas Corp.
 City of Prichard
 Cleveland the Florist
 Colonial Life
 Comcast Business
 Community Bank
 Construction Solutions International
 Container Yard
 Contractors of TODAY
 Costco Wholesale
 Cottage Hill Christian Academy
 Cox Media
 Cypress Employment
 Dade Paper & Bag Co.
 Dale Carnegie Training by Emerald Coast Leadership Assoc.
 Dauphin's
 Diamond Touch Mobile
 Dick Russell's Bar-B-Q
 Dickey's Barbecue Pit
 Digital Data
 Dobson Sheet Metal & Roofing Inc.
 Domke Market
 Don's Café & Catering
 Dorsey & Dorsey Engineering Inc.

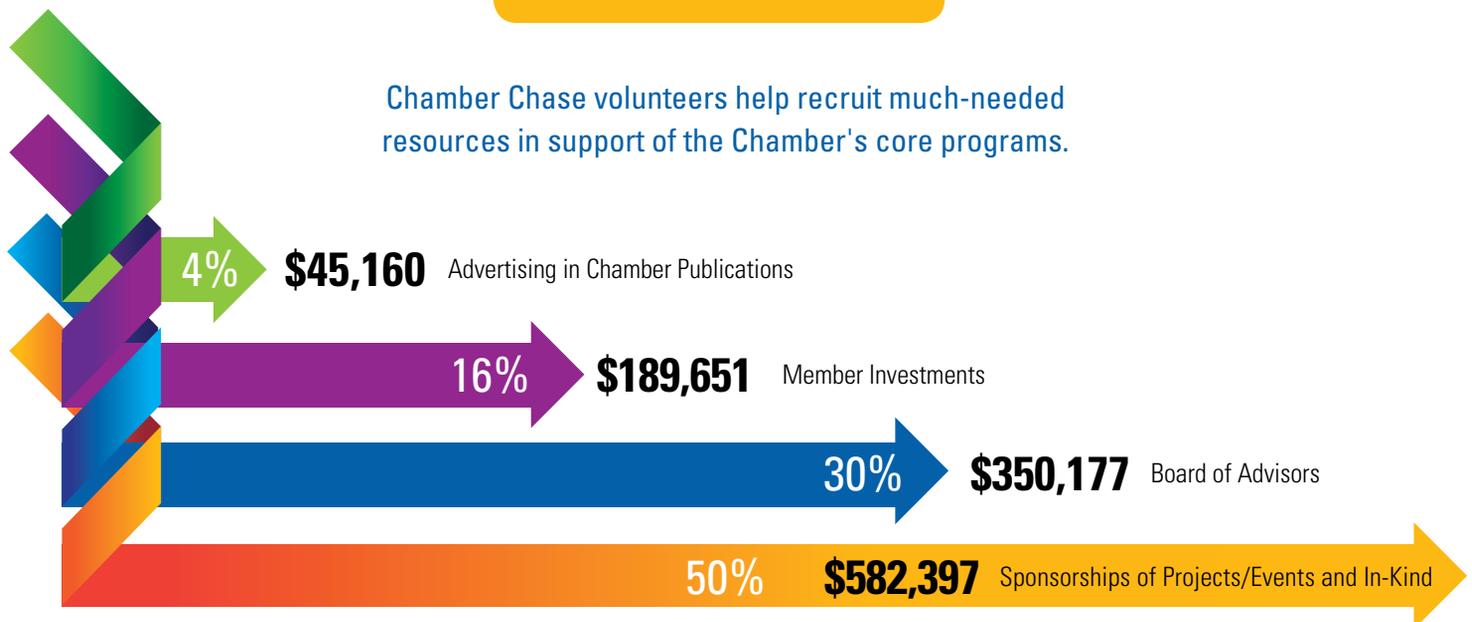
Members that Supported Chamber Chase 2016 :

5 Star Nutrition
 A.S.M. Recycling
 Above and Beyond Hot Yoga
 Advanced Integrated Security
 AFLAC Regional Office
 AHI Corporate Housing
 Airbus
 Aker Solutions
 Alabama Baptist Children's Homes
 Alabama Coasting Multimedia
 Alabama Credit Corp.
 Alabama Power

Continued on page 24

CHAMBER CHASE 2016

Chamber Chase volunteers help recruit much-needed resources in support of the Chamber's core programs.



FINAL TOTAL: **\$1,167,397**

Dr. JoAnn G. King & Associates	Ingalls Shipbuilding	New Horizons Credit Union	Star Service
Dreamland Bar-B-Que	Inspect Mobile	New York Life Insurance Co.	Strategic Wealth Specialists
DTI Partners	Integrated Electronic Technologies	Newk's Eatery	Strickland Cos.
Dunkin' Donuts	Intermezzo Business Migration Solutions	Office Pride Commercial Cleaning Services	Sunbelt Business Brokers
EcoSouth	International Fire Protection	Office Solutions & Innovations	Superior Construction & Restoration
EcoView Windows and Doors	IP Casino Resort Spa	Ogden Construction	TekLinks
ELP	iSAM North America	Oil Recovery Co.	The Grind, Small Business Development Co.
Employee Liability Management	J.O. Acree Co.	Orangetheory Fitness	The Ivy Cottage
Esfeller Construction	Jeff Tesney Photography	Outback Steakhouse	The Noble South
Evans Restorative Services	Jet Services	Page & Jones	The Northrup Firm
Evonik Industries	JLL	Paul Bridges & Associates	The Original HoneyBaked Ham Co.
Exchange 202	Joe Jefferson Players	Perfecting that Cleaning Service	The SSI Group
Explosive Signs	Johnstone Adams	Pete's Sign City	The Stewart Lodges at Steelwood
Express Employment	Jones Walker	Pharmacy Services of Mobile	The UPS Store #2698
ExxonMobil	Kid Tennis	Phelps Dunbar LLP	Tiffany Tans
Family Security Credit Union	Kloud 7	Pilot Catastrophe	TKW 7 Enterprises
FastSigns	Kym Trest - Roberts Brothers	PNC Bank	Transworld Business Advisors of Alabama
Faulkner State Community College	L.A. Fotographee "Gallery 450"	Poarch Band of Creek Indians	Trick Construction
First Community Bank	<i>Lagniappe</i>	Point Healthcare	Troy University
First Exchange Bank of Alabama	Life + Legacy Benefits	Port City Medical	Trustmark Bank
Fitness Pro	LLB&B Inc. Real Estate	Precision Door Service	Tyner's Catering
Foam Squared	Logical Computer Solutions	Prism Systems	University of Mobile
Folkers Window Co.	Long's Human Resource Services	Providence Hospital	University of South Alabama
Fortis College	Loves Travel Stops	Quality Valve	USA Children's & Women's Hospital
Franklin Primary Health Center	Lynn Nolen Construction	Regions Bank	USA Medical Center
Friends of Mobile Animal Shelter	M. Lacy Contracting, Inc.	Remington College	USS ALABAMA Battleship Memorial Park
FusionPoint Media	Marine Equipment Supply LLC	Retif Oil & Fuel LLC	VBA Design
Georgia Roussos Catering	Matthew Andrews PC	Robert Dueitt Construction	Visiting Angels
Giattiana Aycock Architecture Studio	Maynard Cooper & Gale	Roberts Brothers/Tricia Graham	Volkert Inc.
Glenn Shepard Seminars	McAleer's Office Furniture	Roberts Brothers Inc.	Von's Bistro
Gulf Coast Containers	McDowell Knight Roedder & Sledge	Rose Bud Florist & Gifts	VT Mobile Aerospace Engineering
Gulf Coast Ducks	MCG Business Solutions	Round House LA	Walgreens
Gulf Coast Office Products	Meador Warehousing & Distribution	Royal Cup Coffee	Walks & Wags
Gulf South Pipeline	Melting Pot	Rural Sourcing Inc.	Wal-Mart Neighborhood Market #4210
Gulf States Engineering	Metal Roofing Center	Safety Source	Warren Averett
Gwin's Commercial Printing	Mitsubishi Polysilicon	Security Engineers	Weinacker's Montessori School
Hampton Inn & Suites Downtown Mobile	Mobile Airport Authority	Serenity Senior Daycare	Who's Behind the Makeup
Hancock Bank	Mobile Area Assoc. of Realtors	ServisFirst Bank	Wilkins Miller
Hand Arendall	Mobile Area Water & Sewer System	Sirius Technical	Willis Towers Watson
Harbor Communications	Mobile Christian School	Susan Smith	WKRG-TV5/CW55
Hargrove Engineers + Constructors	Mobile County Commission	Snelling Staffing	WNSP FM & WZEW FM
Hieronymus CPAs	Mobile County Public School System	Sonny's Real Pit Bar-B-Q	Woodside Arlington Properties
Holiday Inn Mobile - Downtown	Mobile Cryotherapy	Sonovision USA Inc.	Workshops Etc.! Inc.
Holiday Inn Mobile West I-10	Mobile Gas, a Sempra Co.	Southern Earth Sciences	Yates Construction
Horizon Shipbuilding	Mobile Gateway Partners	SouthWest Mobile County Chamber	Zea Rotisserie and Grill
Housing First	Mobile Marble Co.	Spotless Elite Clean	Zeekee
Hunter Limousines	Mobile Memorial Gardens	Springhill Medical Center	Zimlich's Patio & Garden
Hutco, Inc. Marine & Industrial Crafts	Mobile Screen Printing & Embroidery	SSA Marine	
Infirmiry Health	Mosquito Authority	SSAB	
Infirmiry Occupational Health	Music 4 U, The Tommy Morse Band	St. Mary Catholic School	
Information Transport Solutions	netpoint - IT Services	Stantec	

Cathy Pope

Company: Feeding the Gulf Coast

Title: President and CEO

Hometown: Macon, Ga.

Education: Bachelor's degree in mathematics from Georgia Southwestern State University; master's in business administration from Texas Christian University; master's degree in political science from Georgia State University

First job: Sales clerk at Gayfers department store in Albany, Ga.

Previous experience:

Throughout her career, Pope has worked as a network engineer for a telecommunications company; owned her own construction company where she flipped houses; taught high school math; served as a community health director and grant administrator for Susan G. Komen Foundation; and most recently, was executive director for Meals on Wheels of Middle Georgia.

Accomplishments: In addition to raising four children, she served as scholarship chair for Career Women's Network; was a board member and development chair for The Fuller Center for Housing, Macon; was a board member of Meals on Wheels Association of Georgia; and was a member of Rotary Club and Six Sigma White Belt.

Secret to success: "Do something you have a passion for. Do better than the minimum. Get all of the education you can and finish strong."

Brief company description:

Feeding the Gulf Coast is a member of Feeding America, a leading national domestic hunger-relief charity. Working through member organizations and special programs, the agency provides nutritious food to meet the challenge of feeding people who are hungry as a result of personal crisis or disaster. The group serves 24 counties in Alabama, Florida and Mississippi.



New and Expanding Industry Reception

In October the Mobile Area Chamber hosted local industries that announced an intent to come to Mobile or expanded existing operations. Sponsored by Alabama Power, C Spire, Horizon Shipbuilding and Regions Bank, the reception, held at The Steeple, was attended by more than 100 people.



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INSTITUTIONAL ASSET MANAGEMENT | M&A ADVISORY**

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CIB ENT PDF 0816-088-352003

The Mobile Area Chamber's economic development efforts are supported by a public-private partnership under the Partners for Growth initiative. The following companies and organizations fund the Chamber's aggressive and successful economic development program of work. Pictured are PFG Co-Chairs: R. Michael Saxon, Alabama Power and Brian R. Willman, Regions Bank.



Saxon



Willman



Adams and Reese LLP
 Airbus
 Aker Solutions
 Akzo Nobel Functional Chemicals LLC
 Alabama Media Group
 Alabama Orthopaedic Clinic PC
 Alabama Power
 Alabama State Port Authority
 AltaPointe Health Systems Inc.
 The American Equity Underwriters Inc.
 AM/NS Calvert
 APM Terminals Mobile LLC
 Arcadis U.S.
 Arkema Inc.
 Armbrecht Jackson LLP
 ASF Logistics Inc.
 Alabama Associated General Contractors (AGC)
 AT&T
 Austal
 BAE Systems Southeast Shipyards Alabama
 BancorpSouth
 BASF Corp.
 BB&T
 BBVA Compass Bank
 Beard Equipment Co.
 Ben M. Radcliff Contractor Inc.
 Berg Spiral Pipe Corp.
 Block USA
 Blue Cross and Blue Shield of Alabama
 Blue Rents Inc.
 Briskman & Binion PC
 Budweiser-Busch Distributing Co. Inc.
 Buffalo Rock-Pepsi
 Burr & Forman LLP
 Burton Property Group
 C Spire
 Cabaniss, Johnston, Gardner, Dumas & O'Neal
 Canfor Southern Pine
 Cardiology Associates
 China Doll Rice & Bean / Dixie Lily Foods
 Cintas Corp.
 City of Mobile

Coal Freight Forwarding Inc.
 Coastal Bank and Trust
 Community Bank
 Continental Motors Inc.
 Cooper/T. Smith Corp.
 Crow Shields Bailey PC
 DailyAccess Corp.
 Delaney Development Inc.
 DEX Imaging
 DuPont Crop Protection
 Evonik Industries
 ExxonMobil
 First Community Bank
 Franklin Primary Health Center Inc.
 G.A. West & Co. Inc.
 Goodwyn Mills & Cawood Inc.
 Grandbridge Real Estate Capital LLC
 Gulf City Body & Trailer Works Inc.
 Gulf Coast Truck & Equipment Co. Inc.
 Gulf Distributing Holdings LLC
 Gulf Electric Co. Inc. of Mobile
 Gulf States Engineering
 Gwin's Commercial Printing
 H. O. Weaver & Sons Inc.
 Hancock Bank
 Hand Arendall LLC
 Hargrove Engineers + Constructors
 Helmsing, Leach, Herlong, Newman & Rouse
 Heritage Homes
 The Hiller Cos.
 Hoar Program Management
 Holcim (US) Inc.
 Horizon Shipbuilding Inc.
 iBERIABANK
 Industrial Development Authority of Mobile County
 Industrial Development Board of the

City of Mobile
 Infirmary Health
 Information Transport Solutions Inc.
 International Shipholding Corp.
 iSAM North America Corp.
 Jim Barnes Enterprises Inc. d/b/a McDonald's Restaurants
 The J.L. Bedsole Foundation
 Joe Bullard Automotive Companies
 Johnstone Adams Bailey Gordon and Harris LLC
 Jones Walker LLP
 KBR
 Keith Air Conditioning Inc.
 Kimberly-Clark Corp.
 Lawrence & Lawrence PC
 Leavell Investment Management Inc.
 Lewis Communications Inc.
 Life + Legacy Benefits
 LLB & B Inc. Real Estate
 Long's Human Resource Services
 Lyon Fry Cadden Insurance Agency Inc.
 Maynard Cooper & Gale PC
 McDowell Knight Roedder & Sledge LLC
 Merchants Transfer Co.
 Mississippi Export Railroad Co.
 Mitsubishi Polysilicon
 Mitternight Inc.
 Mobile Airport Authority
 Mobile Area Water and Sewer System
 Mobile County
 Mobile Gas, A Sempra Co.
 NAI Mobile
 National Community Development Services
 Norton Lilly International
 Olin Corp.
 The Orthopaedic Group PC

Outokumpu Stainless USA
 Page & Jones Inc.
 Performance Contractors Inc.
 Phelps Dunbar LLP
 PNC Bank
 Praxair Inc.
 Precision IBC Inc.
 Premier Medical Management Inc.
 Providence Hospital
 Regions Bank
 Remington College
 Rob't J. Baggett Inc.
 Roberts Brothers Inc.
 Russell Thompson Butler & Houston LLP
 Safe Archives LLC
 Seabulk Towing
 Shell Chemical LP/Shell Mobile Site
 Smith Dukes
 Southern Earth Sciences
 Southern Light
 Springdale Travel Inc.
 Springhill Medical Center
 Springhill Toyota/Lexus of Mobile
 SSAB Americas
 The SSI Group Inc.
 Star Aviation
 Tensaw Land & Timber Co. Inc.
 Thames Batré Insurance
 Thompson Engineering Inc.
 Thompson Tractor Co. Inc.
 Trustmark National Bank
 U-J Chevrolet Co. Inc.
 University of South Alabama
 Volkert Inc.
 VT MAE
 Ward International Trucks LLC
 Wells Fargo
 White-Spinner Realty Inc.
 Wilkins Miller LLC
 Willis Towers Watson Inc.
 World Omni Financial Corp.

As of October 2016



Expect musical fireworks when the Mobile Symphony packs a concert full of classical hits: Tchaikovsky's *1812 Overture*, Beethoven's Piano Concerto No. 4, and more! Dress down, leave uplifted! It's a Beethoven & Blue Jeans event!



Saturday, November 19 at 7:30 p.m.

Sunday, November 20 at 2:30 p.m.

Saenger Theatre

Tickets start at \$15!

SPONSORED BY



THE MARY JOSEPHINE LARKINS FOUNDATION

www.MobileSymphony.org • 251.432.2010

CHAMBER@work

Setting Priorities for RESTORE Funding from BP

Chamber leadership met with Mobile Baykeeper and Conservation Alabama to seek agreement for prioritizing RESTORE project funding, resulting in recommendations to the Gulf Coast Recovery Council. Among items discussed were how to score and prioritize projects and other organizations that should be included.

Business Retention and Expansion Committee

Tom Maurer, senior director with Siemens PLM Software Inc., spoke with Business Retention and Expansion committee members recently about the disruptive nature of digital technologies. He showed examples of how digitalization is central to the industrial "Internet of Things" investment strategies for the future of the manufacturing industry and in what manner digital technologies, such as 3D printing, are completely changing the way we manufacture products.

New Board of Advisors Named

The Chamber has announced several new Board of Advisors members, bringing the number to 264. They are Brand Energy Solutions, Bugmaster Exterminators, Caraustar's Mobile Paperboard, Housing First, Matthew Andrews PC, TekLinks, University of Mobile and Warren Averett LLC. To learn more about this group of influential members, contact Katrina Dewrell at 251-431-8611 or kdewrell@mobilechamber.com

New Business Openings and Ribbon Cuttings

Chamber staff and ambassadors helped cut ribbons and celebrate grand openings at Dickey's Barbeque, Holiday Inn Express Mobile West I-10, Petrie's, Uncle Maddio's Pizza Joint, Socialize Your Bizness, Family Pharmacy Care, Autoco, Rich's Car Wash, iEnvy Nail Bar, Danby Products Inc. and the Container Yard. For more information on hosting or attending upcoming events, contact Dawn Rencher at 251-431-8649 or drencher@mobilechamber.com.

Diversity Summit in Tuscaloosa

The Chamber's Director of Small Business Development, Danette Richards, attended a Diversity Summit in Tuscaloosa presented by the Chamber of Commerce of West Alabama and the Minority Business Council of West Alabama. The summit included panel discussion on the ways companies can become more inclusive, moderated by Nichelle Nix, director of the Governor's Office of Minority Affairs.

Chamber Updates Crisis Manual

As part of the Chamber's annual review of its crisis plan, Lt. Ryan Bennett with the Alabama Law Enforcement Agency spoke to Chamber staff about safety and active shooter scenarios.

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AMBASSADOR of the month



Photo by Jeff Tesney Photography

Dale Hall, a health insurance broker, is the owner of Dale Hall Agency and licensed to sell Medicare health insurance to senior citizens and those who qualify for Social Security disability benefits. A Mobile native, Hall graduated from the University of Mobile.

He is the Mobile Area Chamber's Ambassador of the Month. As an ambassador, he enjoys attending Chamber members' grand openings. "It is a great way to meet business owners, and their staff members," he said. *Ambassadors are volunteers who support the Mobile Area Chamber by visiting members and assisting with events and ribbon-cuttings. To learn more, contact Dawn Rencher at 251-431-8649 or drencher@mobilechamber.com.*



McNair Historic Preservation

Mobile-based McNair Historic Preservation is a national, full-service historic preservation consulting firm offering a range of services to document and promote historic assets. Clients include homeowners, developers, municipalities, corporations and attorneys. For more information, visit www.mcnairhp.com. Pictured is Dr. Stephen McNair.

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BOARD of advisors



James Adams is the Gulf Coast group leader for Hoar Program Management, responsible for the firm's team across southern Alabama and all of Florida. Prior to joining the company, he was with Rust/Raytheon Engineers and Constructors, where he gained international project experience in Taiwan, Japan, Korea and Germany. Adams has a bachelor's degree in mechanical engineering from The University of Alabama at Birmingham and is a Birmingham native. Hoar Program Management is a Partners for Growth Investor.



Eric B. Jefferson is CEO of Housing First Inc. (The Homeless Coalition). He received an associate's degree in political science and history from West Hills College in Coalinga, Calif., and two bachelor's degrees in business administration and psychology from Mt. Vernon Nazarene University. Jefferson worked for General Motors for 10 years before relocating to work with North Florida Council Boy Scouts of America. He has also held positions with the National Benevolent Association, the social service arm of the Christian Church, and as interim president of the organization's church financial council. Jefferson moved to Mobile in 2007 to serve as CEO of the Dearborn YMCA, and in 2011 he assumed his current position assisting the community in identifying and creating resources to end homelessness in Mobile and Baldwin counties.



Tammy Little is general manager at Shell Chemical's Mobile Site. Little earned a bachelor's degree in chemical engineering from Christian Brothers University in Memphis, Tenn., and a master's degree in business administration from Tulane University. She is involved with the Shell Saraland Community Advisory Council and Saraland Chamber of Commerce. Little is keenly interested in working with other leaders in the oil and chemical industry in the area to attract more women to jobs in engineering, operations and management. Shell Chemical is a Partners for Growth Investor.

For more information about the Chamber's board of advisors, contact Katrina Dewrell at 251-431-8611 or kdewrell@mobilechamber.com.

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NOVEMBER

For information on Chamber events, visit events.mobilechamber.com.

1 FORUM ALABAMA WITH U.S. REP. BRADLEY BYRNE

When: 7:30 to 9 a.m.

Where: Renaissance Riverview Plaza

Speaker: U.S. Rep. Bradley Byrne

Cost: TBA

Contact: Nicole Funderburk at 251-431-8621
or nfunderburk@mobilechamber.com

1 NONPROFIT ROUNDTABLE **Members Only*

A forum for Chamber-member nonprofit executives and managers.

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Speaker: Mobile Area Chamber Communications & Marketing and Membership Teams

Topic: "Best Practices for Social Media"

Contact: Alison Unger at 251-431-8617 or
aunger@mobilechamber.com

No charge, but seating is limited. RSVP requested. Free parking.

2 NETWORKING @ NOON **Members Only*

One Representative
Per Company

Make 30-plus business contacts in 90 minutes over lunch.

When: Noon to 1:30 p.m.

Where: Outback Steakhouse, 4017 Airport Blvd.

Cost: \$10 and must be paid at time of reservation

Contact: Alison Unger at 251-431-8617
or aunger@mobilechamber.com

Sponsors:



9 2016 STATE OF THE ECONOMY

Last year's inaugural event was a sellout. Find out which industry segments are pushing the economy forward, as well as the regional and national outlook for 2017.

When: 10:30 a.m. to 1:30 p.m.

Where: The Battle House Renaissance Mobile Hotel & Spa

Speaker: Adrienne C. Slack, regional executive, New Orleans Branch of the Federal Reserve Bank of Atlanta

Cost: \$60 for Chamber members/table of 10 for \$600/
\$75 for potential members

Contact: Carolyn Wilson at 251-431-8606
or cwilson@mobilechamber.com

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11 VETERANS DAY LUNCHEON

The Mobile Area Veterans Day Commission will host its annual Veterans Day Lunch, following a parade down Government Street at 10 a.m.

When: Noon to 1:30 p.m.

Where: Fort Whiting Auditorium, 1630 S. Broad St.

Cost: \$18 and payment must be received at time of reservation

Contact: Nicole Funderburk at 251-431-8621
or nfunderburk@mobilechamber.com

Reservations required. See page 16 for details.

Sponsor:

15 EXECUTIVE ROUNDTABLE **Members Only*

A monthly forum exclusively for Chamber-member small business owners and managers.

When: 8 to 9 a.m.

Where: Mobile Area Chamber, 451 Government St.

Speaker: Representatives from Wilkins Miller LLC

Topic: "Discovering Value in Your Business"

Contact: Brenda Rembert at 251-431-8607 or
brembert@mobilechamber.com

No charge, but seating is limited. RSVP requested. Free parking.

Sponsor:



17 BUSINESS AFTER HOURS

When: 5:30 to 7 p.m.

Where: The Shoppes at Bel Air

Cost: \$5 for members and \$10 for potential members

Contact: Alison Unger at 251-431-8617 or
aunger@mobilechamber.com

Reservations are not needed.

Please consider bringing a toiletry item or gift card for donation to residents of Penelope House.

Sponsor:

24-25 CHAMBER CLOSED – HAPPY THANKSGIVING
DECEMBER

1 CASHMOB

Help support local small businesses by committing to spend \$20 at this festive event. Enjoy hors d'oeuvres and cocktails while shopping.

When: 4:30 to 6:30 p.m.

Where: Big City Toys, 4356A Old Shell Rd.

Cost: Free to attend; commit to spend \$20 at this small business

Contact: Carolyn Wilson at 251-431-8606 or
cwilson@mobilechamber.com

Reservations are required.

Who's New



Smith



Dunaway



Hollis



Turn-Shamback

Berkshire Hathaway HomeServices Cooper & Co. Inc. Realtors welcomed new associates **Jason Smith**, **Bayne Dunaway**, **Jennifer Hollis** and **Amanda Turn-Shamback**.



University of Mobile welcomed five new faculty members: **Glenn Hollingsworth Ph.D.** is assistant professor of marriage and family counseling in the College of Arts and

Sciences. Hollingsworth earned a doctorate in human development from Virginia Tech, and a master's degree in marriage and family therapy and a master's in theological studies, both from Reformed Theological Seminary in Jackson, Miss. He also earned a bachelor's degree in psychology from the University of Tennessee-Chattanooga.

Salomon Itza Ph.D. joined the College of Arts and Sciences as a professor of physics. Itza received a doctorate from Tulane University; a master's in physics from the Center for Research and Advanced Studies in Merida, Mexico; and a bachelor's degree in mathematics from Autonomous University of Yucatan.

Rebeca L. Lake joined the School of Worship Leadership and The Roger Breland School of Music as an assistant professor. Lake received a master's degree in theater from the University of Southern Mississippi and a bachelor's degree in music and

theater from University of Mobile. She also earned an associate's degree from Northwest Florida State College.

Ashley L. Milner joined the School of Education as an assistant professor of education. Milner received bachelor's degrees in visual arts and music, both from the University of West Florida. She earned a master's degree in music and theater from the University of Mobile and a bachelor's degree in early childhood and elementary education from Charleston Southern University.

Morgan Snellgrove joined the College of Arts and Sciences as an instructor in mathematics. She earned a master's degree in mathematics from the University of South Alabama and a bachelor's degree in mathematics education from University of Mobile.



Wisdom



Poley



Taylor



Dillard

Roberts Brothers welcomed five new agents: **Bonnie Wisdom**, **Donna Poley**, **Danielle Taylor**, **Jordan Dillard** and **Tamara Pitre**.



Thomas C. Riddell MD joined **Cardiology Associates of Mobile Inc.** Riddell earned a medical degree at Mercer University in Macon, Ga., and a bachelor's degree in economics, with a minor in finance/economics at



Riddell

Vanderbilt University. He recently completed an interventional cardiology fellowship at Emory University School of Medicine in Atlanta.



Cummings



Hosmer

Bay Wood Products Inc. hired **Jason Cummings** as production manager, **Andy Hosmer** as



Patillo

production planner and **Chris Patillo** as facility manager. Cummings, a 12-year U.S. Marine Corps veteran, is a graduate of the University of Alabama at Birmingham with a bachelor's degree in business management. Patillo graduated from George Stone Technical College and holds a journeyman electrical license.

Business Endeavors

Community Bank opened a new office at 6587 Airport Blvd. For more information, call 251-338-6200.



Arcadis North America was awarded two new environmental contracts with the U.S. Army Corps of Engineers (USACE) - Mobile District. The company was one of seven selected for awards focusing on environmental compliance and pollution prevention, and one of 10 selected for hazardous, toxic and radioactive waste projects.



The Visiting Angels franchise, serving Daphne and Mobile counties, was recently purchased by Alabama In-Home Assistance LLC. The organization now owns two franchises for senior in-home care and serves eight Alabama counties. The office is located at 25369 U.S. Hwy. 98, Suite A, Daphne.

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The recent merger of **AltaPointe Health Systems** and Cheaha Regional Mental Health Center made AltaPointe the largest and most comprehensive behavioral healthcare provider in the state. The merger expanded AltaPointe's service area (under Alabama Act 310) of Mobile, Washington and Baldwin counties to include Clay, Coosa, Randolph and Talladega counties. AltaPointe now employs 1,450 and provides treatment to more than 30,000 individuals annually.

Mobile Bay National Estuary Program, MLK Redevelopment Corp. and the Student Conservation Association received a \$250,000 National Fish and Wildlife Foundation grant to establish the Alabama Coastal Conservation and Resiliency Corps, a new initiative to connect young adults from the lower Three Mile Creek Watershed to their surrounding environment through education, conservation training and employment.

Bay Wood Products, a manufacturer of wooden pallets, rough-cut lumber, custom crates, biofuel and mulch, announced an expansion to accommodate additional custom, hand-built wooden pallets. The facility is expected to be in service in December.

Penske Truck Leasing broke ground on a new district office at Mobile Aeroplex at Brookley. The 19,000-square-foot facility will provide full-service truck leasing, contract maintenance and consumer and commercial truck rental. Construction is by Rogers and Willard.

Business Information Solutions recently launched BIS Cloud Connect, a cloud-hosted phone system. Phones offer features including video conferencing, instant messaging, call recording, free soft phone application, unlimited long distance and voicemail delivered to email.

Well Done

Maynard Cooper & Gale PC announced 85 of its shareholders were selected for inclusion in *The Best Lawyers in America 2017* – 38 of whom have been recognized in *Best Lawyers* for 10 or more years. In addition, 11 shareholders garnered the prestigious *Best Lawyers 2017* "Lawyer of the Year" award. **J. Marshall Gardner** and **James F. Watkins** represent the Mobile office.



Beth Anderson, administrator of USA Medical Center, was recently honored as an American Hospital Association Grassroots Champion at the Alabama Hospital Association's annual meeting. Anderson was recognized for her leadership in generating community support of the important mission of hospitals.

Melisa Dotson with **Bellator Real Estate & Development** was awarded the nationally recognized Military Relocation Professional Certification by the National Association of Realtors. The certification recognizes Realtors who help military personnel, veterans and their families find housing.

Mobile-based **White-Spinner Construction**, a general contracting, design-build and construction management firm, was named one of the Best Companies to Work for in Alabama by *Business Alabama* and Best Companies Group. White-Spinner Construction is among eight small-to-medium firms named to the annual list in 2016.

In addition, the company recently received two high-level safety awards in Alabama and the region by Associated Builders and Contractors. The awards recognize companies that have developed and implemented a safety culture

through management commitment, employee involvement and program innovation.

Al Hutchinson, president/CEO of Visit Mobile, was appointed to the Destination & Travel Hutchinson Foundation's 2016-17 board of trustees. He also was presented with the Tourism Promoter of the Year Award by the Alabama Restaurant and Hospitality Alliance.



The Dauphin Island Sea Lab Foundation announced Alabama Coastal Foundation (ACF) was chosen to receive the 2016 Gulf Coast Marine Environmental Leadership Award and ACF Board member **Sam St. John**, owner of **Logical Computer Solutions**, was selected to receive the Environmental Excellence Award.

Inc. magazine again ranked **Rural Sourcing Inc.**, a leading provider of domestic IT outsourcing services, to its 35th annual *Inc.* 5000 list of the nation's fastest-growing private companies. The ranking represents a unique look at the most successful independent small businesses.

TAG/Architects announced the completion of Citronelle High School for Mobile County Public Schools with **HOAR Program Management. White-Spinner Construction** was the contractor.

Robert C. Campbell III, senior partner in the firm **Campbell, Duke & Campbell**, was selected by his peers for inclusion in the 2017 edition of the *Best Lawyers in America*.

JMF Solutions Inc. was named to the *Inc.* 5000 list of fastest-growing private companies in America.

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Eva Golson, director of the Mobile Film Office, was inducted into the 2016 Southern Public Relations Golson Federation Hall of Fame. She was recognized for her 40-year career, helping the city attract large-budget movies and the affection of Hollywood stars, directors and producers, and her role in getting a film incentive bill passed.



Golson Federation Hall of Fame. She was recognized for her 40-year career, helping the city attract large-budget movies and the affection of Hollywood stars, directors and producers, and her role in getting a film incentive bill passed.



Albert Carl Hanke Jr. of Mobile Area Water and Sewer System was the 2016 recipient of the Charles W. Hanke

White Award for outstanding contributions to the water industry presented by the Alabama Water and Pollution Control Association. Hanke is a treatment plant operator III.



The Centers for Medicare & Medicaid Services' Five-Star Quality Rating System recognized **Mobile's Infirmiry HomeCare** with a 4.5-star rating in quality and a 4-star rating in patient satisfaction. The rating ranks providers in two categories: quality of patient care and patient satisfaction.

Bellingrath Gardens and Home was inducted into the Alabama Tourism Hall of Fame in recognition of its 80th anniversary as one of the state's leading tourism attractions.



Visit Mobile was presented with the Alabama-Themed Campaign award by the state tourism office for its success in promoting the history and culture of Mobile with its "Born to Celebrate!" campaign.

Community News

Dr. Karla McInnis, a science teacher at Mary G. Montgomery High School, was selected as the 2016 Science, Engineering, Communication, Mathematics and Enrichment (SECME) national teacher of the year. The award honors the most committed and talented Science, Technology, Engineering and Math (STEM) teachers in the nation, and includes a \$2,500 cash prize and a scholarship to the 2016 SECME Summer Institute.

Submission deadline for Member News is two months prior to publication. News releases should be one or two brief paragraphs. Photos must be professional headshots, labeled with the person's last name, and must be 300 dpi at full size and saved in an eps, tiff or jpg format. Send your information to news@mobilechamber.com.

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Know a company interested in benefiting from Chamber membership? Contact Jackie Livingston at 251-431-8642 or jlivingston@mobilechamber.com or Emily Hatcher at 251-431-8619 or ehatcher@mobilechamber.com. Also, find a membership directory at www.mobilechamber.com.

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The Mobile Area Chamber was awarded a five-star rating by the U.S. Chamber of Commerce, the highest designation given. Of the 6,936 chambers in the U.S., only 203 are accredited, and of those only 103 have achieved five-star distinction. The Mobile Area Chamber has been accredited by the U.S. Chamber since the designation's inception more than 40 years ago.



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connect ... succeed ... grow

At the Mobile Area Chamber of Commerce, our goal is simple – to help your business grow. Membership links you with resources and contacts for success during challenging times. Join us. Get involved in the Gulf Coast's most dynamic business community. Connect to our more than 2,200 members – network, ask questions, learn, share insights and form important business relationships. Believe in a strong future for Mobile. Belong to the Chamber – because it's good for business and good for Mobile.

